

Message Text

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PAGE 01 MOSCOW 13730 101432Z

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C O N F I D E N T I A L MOSCOW 13730

E.O. 11652: GDS

TAGS: ETRN, BTRA, UR

SUBJECT: TRAVEL OF U.S. BUSINESSMEN IN USSR

USDOC FOR BEWT/HEISS

REF: STATE 191670

1. AT MEETING SEPTEMBER 10 WITH SEVERAL OF MEMBERS OF U.S. BUSINESS COMMUNITY IN MOSCOW, ECON COUNSELOR AND COMMATT ASKED THAT COMPANIES PROVIDE INFORMATION ON REFUSALS BY SOVIETS OF BUSINESS TRAVEL WITHIN USSR PER ARA 3 REFTEL. COMPANY REPS AGREED PROVIDE THIS INFORMATION, AND COMMERCIAL OFFICE WILL CONTACT THOSE ACCREDITED COMPANIES WHICH WERE NOT REPRESENTED AT SEPTEMBER 10 MEETING TO MAKE SIMILAR REQUEST. SHOULD CASES COME TO EMBASSY'S ATTENTION IN WHICH SOVIETS REFUSE TRAVEL BY REPRESENTATIVES OF NON-ACCREDITED COMPANIES, THIS INFORMATION WILL ALSO BE REPORTED TO DEPARTMENT.

2. COMMENT: ALTHOUGH NEITHER EMBASSY NOR COMMERCIAL OFFICE HAS BEEN CLOSELY MONITORING US BUSINESS TRAVEL WITHIN USSR, WE HAVE IMPRESSION THAT SOVIETS GENERALLY APPROVE TRAVEL WHEN VALID COMMERCIAL CONSIDERATIONS PRESENT. THIS IS TRUE EVEN IN CASES WHEN NORMALLY CLOSED AREAS ARE INVOLVED. THUS, FOR EXAMPLE, REPRESENTATIVES OF GLEASON
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PAGE 02 MOSCOW 13730 101432Z

COMPANY HAVE SPENT CONSIDERABLE TIME IN GOR'KIY AND IZHEVSK

INSTALLING EQUIPMENT, ENTREKIN COMPUTERS CURRENTLY HAS REPRESENTATIVE IN GOR'KIY, AND REPRESENTATIVES OF SCIENTIFIC EQUIPMENT MANUFACTURERS SUCH AS HEWLETT-PACKARD, VARIAN ETC. ARE FREQUENTLY ABLE TO VISIT RESEARCH CENTERS IN CLOSED AREAS SUCH AS MOST OF BALTIC STATES. HEAVY EQUIPMENT MANUFACTURERS SUCH AS CATERPILLAR, INTERNATIONAL HARVESTER AND FIAT-ALLIS HAVE HAD REPRESENTATIVES IN AREAS SUCH AS ALDAN', WHICH OPEN IN NAME ONLY, FOR LENGTHY PERIODS IN CONNECTION WITH TEST OF EQUIPMENT. IN SUM, EMBASSY'S IMPRESSION IS THAT SOVIETS WILL GENERALLY ALLOW BUSINESS TRAVEL TO CLOSED AND/OR SENSITIVE AREAS PROVIDED SUCH TRAVEL IS LINKED TO SPECIFIC COMMERCIAL UNDERTAKING. DUBS

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